

BPEN61S1 - M4

VAP TEMPLATE LIST

04/21/98 - 02:47 PM

VAP	STARTING VAP ACCT	0	NUM	ACCTS
ACCT	VAP ACCOUNT NAME	NUM	TEMPLATE DESCRIPTION	
315288	DOWLINGS, INC.	914	800541 80600 DOR JUN B8G2F	2
317880	R.L.JONES & SONS, IN	914	800541 80600 DOR JUN B8G2F	2
X 332400	KEYCO DISTRIBUTORS,	914	800541 80600 DOR JUN B8G2F	5
332880	KEY STORES CO., INC.	914	800541 80600 DOR JUN B8G2F	2
356150	LAVIN CANDY CO., INC	914	800541 80600 DOR JUN B8G2F	3
396640	MANCHESTER TOBACCO,	914	800541 80600 DOR JUN B8G2F	1
442680	MOUNTAIN CANDY & CIG	914	800541 80600 DOR JUN B8G2F	3
447000	MUTUAL WHOLESALE SER	914	800541 80600 DOR JUN B8G2F	1
462720	NEW HAMPSHIRE TOBACC	914	800541 80600 DOR JUN B8G2F	5
468800	NORTH COUNTRY CANDY	914	800541 80600 DOR JUN B8G2F	2
533288	JONES MCINTOSH TOBAC	914	800541 80600 DOR JUN B8G2F	3
570300	SCHEIDELMAN, INC.	914	800541 80600 DOR JUN B8G2F	1
611800	STANDARD-ROSENBAUM,	914	800541 80600 DOR JUN B8G2F	9
X 648240	T B I CORPORATION	914	800541 80600 DOR JUN B8G2F	2
X 761406	KLEIN CANDY COMPANY	913	800541 80600 DOR JUN B8G2F	34

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12--
HELP QUIT ACCEPT UP

51861 1477

BPEN61S2 - M3

VALUE ADDED TRANSFER

Apr 21, 1998 - 02:48 PM

NEXT FN: _____

PROGRAM: 800541 - DORAL CTS B8G2F - JUNE '98

PERIOD: 806-00

REGION	TOTAL		DORAL LIGHT B8G2F		DORAL LT 100 B8G2F	
	UNITS	SKUS	ADJUST	BALANCE	ADJUST	BALANCE
13XXXX	1260	6	6	101	6	101
16XXXX	6930	33		289		289
17XXXX	420	2	2	193	2	193
TOTALS	8610	41	8	583	8	583

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
QUIT ACCTS UPDATE FIND ITEMS RESET

51861 1478

BPEN61S2 - M3

VALUE ADDED TRANSFER

Apr 21, 1998 - 02:49 PM

NEXT FN: _____

PROGRAM: 800541 - DORAL CTS B8G2F - JUNE '98

PERIOD: 806-00

REGION	TOTAL UNITS	SKUS	DORAL FF 100 B8G2F ADJUST BALANCE	DORAL MEN LT 100 B8G2F ADJUST BALANCE
13XXX	1260	6	6 101	6 101
16XXX	6930	33	289	289
17XXX	420	2	2 193	2 193
TOTALS	8610	41	8 583	8 583

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12--
QUIT ACCTS UPDATE FIND ITEMS RESET

51861 1479

BPEN61S2 - M3

VALUE ADDED TRANSFER

Apr 21, 1998 - 03:12 PM

NEXT FN: _____

PROGRAM: 800541 - DORAL CTS B8G2F - JUNE '98

PERIOD: 806-00

REGION	TOTAL UNITS	SKUS	DORAL ULT LT 100 B8G2F ADJUST BALANCE	DORAL FF BOX 100 B8G2F ADJUST BALANCE
13XXXX	1260	6	6 101	6 101
16XXXX	6930	33	289	289
17XXXX	420	2	2 193	2 193
TOTALS	8610	41	8 583	8 583

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12--
QUIT ACCTS UPDATE FIND ITEMS RESET

51861 1480

BPEN61S2 - M3

VALUE ADDED TRANSFER

Apr 21, 1998 - 03:13 PM

NEXT FN: _____

PROGRAM: 800541 - DORAL CTS B8G2F - JUNE '98

PERIOD: 806-00

REGION	TOTAL		DORAL LT BOX 100 B8G2F		ADJUST BALANCE	
	UNITS	SKUS	ADJUST	BALANCE	ADJUST	BALANCE
13XXXX	1260	6	6	101		
16XXXX	6930	33		289		
17XXXX	420	2	2	193		
TOTALS	8610	41	8	583	0	0

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12--
QUIT ACCTS UPDATE FIND ITEMS RESET

51861 1481

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2

ALLOCATION BY SALES LEVEL

04/22/98 04:52 PM

NEXT-FN :

SALES LEVEL: 16	BUFFALO REGIO	DORAL	DORAL	DORAL	DORAL	DORAL
PROMOTION :	800541	LIGHT	LT	FF	MEN	ULT
PERIOD :	806-00	B8G2F	100	100	LT	LT
			B8G2F	B8G2F	100	100
					B8G2F	B8G2F
	ALLOCATION:	295	295	295	295	295
SALES LEVEL	AVAILABLE :	295	295	295	295	295

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
Quit Retrn RIGHT Main

51861 1482

PROMOTION : 800541
TO-LEVEL<?> : 16XX (Wildcards allowed '\$')
FROM-LEVEL<?>: _____ (Wildcards allowed '\$')
DATE : _____ (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User	Fn
6	13XX	16XX	04/21/98	800541	DORAL LIGHT B8G2F	CAMPBELL 716-634-4179	N61
2	17XX	16XX	04/21/98	800541	DORAL LIGHT B8G2F	CAMPBELL 716-634-4179	N61
6	13XX	16XX	04/21/98	800541	DORAL LT 100 B8G2	CAMPBELL 716-634-4179	N61
2	17XX	16XX	04/21/98	800541	DORAL LT 100 B8G2	CAMPBELL 716-634-4179	N61
6	13XX	16XX	04/21/98	800541	DORAL FF 100 B8G2	CAMPBELL 716-634-4179	N61
2	17XX	16XX	04/21/98	800541	DORAL FF 100 B8G2	CAMPBELL 716-634-4179	N61
6	13XX	16XX	04/21/98	800541	DORAL MEN LT 100	CAMPBELL 716-634-4179	N61
2	17XX	16XX	04/21/98	800541	DORAL MEN LT 100	CAMPBELL 716-634-4179	N61
6	13XX	16XX	04/21/98	800541	DORAL ULT LT 100	CAMPBELL 716-634-4179	N61
2	17XX	16XX	04/21/98	800541	DORAL ULT LT 100	CAMPBELL 716-634-4179	N61
6	13XX	16XX	04/21/98	800541	DORAL FF BOX 100	CAMPBELL 716-634-4179	N61
2	17XX	16XX	04/21/98	800541	DORAL FF BOX 100	CAMPBELL 716-634-4179	N61

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
Quit Retrtn Main

N62 - BPEAUD

ALLOCATION TRANSFER AUDIT

04/22/98 04:53 PM

NEXT FN:

PROMOTION : 800541
TO-LEVEL<?> : (Wildcards allowed '\$')
FROM-LEVEL<?>: 16XX (Wildcards allowed '\$')
DATE : (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User	Fn
2	16XX	17XX	04/22/98	800541	DORAL LIGHT B8G2F	VESCHIO	412-257-9760 N61
2	16XX	17XX	04/22/98	800541	DORAL LT 100 B8G2	VESCHIO	412-257-9760 N61
2	16XX	17XX	04/22/98	800541	DORAL FF 100 B8G2	VESCHIO	412-257-9760 N61
2	16XX	17XX	04/22/98	800541	DORAL MEN LT 100	VESCHIO	412-257-9760 N61
2	16XX	17XX	04/22/98	800541	DORAL ULT LT 100	VESCHIO	412-257-9760 N61
2	16XX	17XX	04/22/98	800541	DORAL FF BOX 100	VESCHIO	412-257-9760 N61
2	16XX	17XX	04/22/98	800541	DORAL LT BOX 100	VESCHIO	412-257-9760 N61

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn Main

51861 1484

5N55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 1
DATE: 98-04-20
TIME: 08:36 AMWHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162210	162233	594068	CATSKILL DISCOUNT B	190 MILL ST	LIBERTY	NY	12754	1			921114	(914)292-7050
162210	162233	751197	BEZ ENTERPRISES	DBA COOKS	SIDNEY	NY	13838	1				(607)563-2273
162307	162327	178829	THRUWAY PHARMACY_IN	78 OAK ST	WALDEN	NY	12586	1				(914)778-3535

PAGE BREAK TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

TEMPLATE TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

51861 1485

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 2
DATE: 98-04-20
TIME: 08:36 AMWHOLESALER : 447000 MUTUAL WHOLESALE SERVICES INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162204	162233	727918	DELAWARE RIVER FLY	HE 1	STARLIGHT	PA	18461	1				(717) 635-5983

PAGE BREAK TOTAL ACCOUNTS 1 TOTAL QUANTITY 1

TEMPLATE TOTAL ACCOUNTS 1 TOTAL QUANTITY 1

51861 1486

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 3
DATE: 98-04-20
TIME: 08:36 AMWHOLESALER : 462720 NEW HAMPSHIRE TOBACCO CORP. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	03048	1			904524	(603)878-2358
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	03048	1			919159	(603)878-4350
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	03051	1			909598	(603)883-5235
163805	163820	103073	WAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	03076	1			921007	(603)635-7625
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	03076	1				(603)635-7643

PAGE BREAK TOTAL ACCOUNTS 5 TOTAL QUANTITY 5

TEMPLATE TOTAL ACCOUNTS 5 TOTAL QUANTITY 5

51861 1487

B PEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 4
DATE: 98-04-20
TIME: 08:36 AMWHOLESALER : 468800 NORTH COUNTRY CANDY <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162201	162239	791916	THIS & THAT SHOP	820 FORD ST	OGDENSBURG	NY	13669	1				(315) 393-1594
162201	162239	171473	SHAMPINE'S TOBACCO/	322 STATE ST	CARTHAGE	NY	13619	1	NYS			(315) 493-4512

PAGE BREAK TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

TEMPLATE TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

51861 1488

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 5
DATE: 98-04-20
TIME: 08:36 AMWHOLESALE : 533288 JONES MCINTOSH TOBACCO CO. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162202	162232	608027	DUNDEE'S NEWSTAND	39 WATER STREET	AUBURN	NY	13021	1				(315) 255-1021
162202	162232	785016	D&M GROCERY	14 SWIFT ST	WATERLOO	NY	13165	1				(315) 539-3831
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	13820	1				(607) 432-8172

PAGE BREAK TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

TEMPLATE TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

51861 1489

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 6
DATE: 98-04-20
TIME: 08:36 AMWHOLESALER : 570300 SCHEIDELMAN, INC. <DIRECT>
TEMPLATE : 800541 B0600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162206	162235	806798	MARY'S PLACE	55 CENTRAL PLZ	ILION	NY	13357	1				(315)894-4554

PAGE BREAK TOTAL ACCOUNTS 1 TOTAL QUANTITY 1

TEMPLATE TOTAL ACCOUNTS 1 TOTAL QUANTITY 1

51861 1490

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 7

DATE: 98-04-20

TIME: 08:36 AM

WHOLESALER : 611800 STANDARD-ROSENBAUM, INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162304	162321	175520	VITA-MART	62 MILTON AVE	BALLSTON SPA	NY	12020	1				(518) 885-1192
162304	162324	571951	COLONIE STAR BEVERG	1823 CENTRAL AVE	ALBANY	NY	12205	1				(518) 869-5579
162304	162322	571952	LATHAM BEVERAGE CTR	601 NEW LOUDON RO	LATHAM	NY	12110	1				(518) 785-3758
162304	162321	500871	VITA MART	114 PARK AVE	MECHANICVILLE	NY	12118	1				(518) 664-6801
162304	162321	596446	SANTOSH K. RAIZADA	4 FIRE RD	CLIFTON PARK	NY	12065	1				(518) 373-1470
162304	162321	762959	THRUWAY BEVERAGE II	1184 STATE ROUTE	GREENWICH	NY	12834	1				(518) 692-8298
162304	162321	569160	SCHANZ'S DISC BEVER	3RD AVENUE & 4TH	WATERVLIET	NY	12189	1				(518) 273-4045
162306	162326	563785	THRUWAY BEVERAGE	1621 COLUMBIA TPK	CASTLETON ON H	NY	12033	1				(518) 477-5482
162306	162325	583069	BEVERAGE MART	79 MAIN AVE	WYNANTSKILL	NY	12198	1			15966	(518) 283-4241

PAGE BREAK TOTAL ACCOUNTS 9 TOTAL QUANTITY 9

TEMPLATE TOTAL ACCOUNTS 9 TOTAL QUANTITY 9

51861 1491

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 8
DATE: 98-04-20
TIME: 08:36 AMWHOLESALE : 648240 T B I CORPORATION <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	03609	1			902213	(603) 445-2540
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	03865	1				(603) 382-2938

PAGE BREAK TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

TEMPLATE TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

51861 1492

5N55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 1
DATE: 98-04-20
TIME: 08:35 AMWHOLESALER : 023880 ASSOCIATED GROCERS OF <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
163804	163821	707369	T-BIRD MINI MART	ROUTE 119	HINSDALE	NH	03451	1		5486-0000	90626	(603) 256-8233

PAGE BREAK TOTAL ACCOUNTS 1 TOTAL QUANTITY 1

TEMPLATE TOTAL ACCOUNTS 1 TOTAL QUANTITY 1

51861 1493

WHOLESALE : 026040 MILHEM ATTEA & BROS., INC. <DIRECT>
 TEMPLATE : 800541 80600 DOR JUN B8G2F
 TEMPLATE SEQ : 0914
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOO	NEDROW	NY	13120	2				(315)469-6017
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE	BASOM	NY	14013	2				(716)542-4006
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS SET	SANBORN	NY	14132	2				(716)297-0251
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	14092	2				(716)298-5324
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTA	LEWISTON	NY	14092	2				(716)297-5636
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	14092	2				(716)297-7255
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTA	SANBORN	NY	14132	2				(716)298-1121
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTA	SANBORN	NY	14132	2				(716)298-5717
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE	BASOM	NY	14013	2				(716)542-2887
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SET	SANBORN	NY	14132	2				(716)297-8495
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL	LEWISTON	NY	14092	2				(716)754-2209
162603	162626	694032	TUSCARORA TRADING	2390 UPPER MOUNTA	SANBORN	NY	14132	2				(716)297-3549
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	14132	2				(716)297-8277
162606	162623	769301	SENECA BINGO	11095 ROUTE 5 AND	IRVING	NY	14081	2				(716)549-4389
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	14081	2				(716)934-4739
162606	162623	566892	2 CLANS SMOKESHOP	RD. #1, PO BOX 24	LAWTONS	NY	14091	2				(716)337-2538
162606	162623	422357	WOLF'S RUN	12575 ROUTE 438	IRVING	NY	14081	2	6			(716)532-5564
162606	162225	763489	SENECA ONE STOP #07	5402 W SHORE RD	CUBA	NY	14727	2		2019-0000		(716)968-1125
162606	162628	767863	THE M&M SMOKESHOP	RT 17 & W.PERIMET	STEAMBURG	NY	14783	2				(716)945-7826
162606	162628	460523	ANTONE'S	101 CENTRAL AVE	SALAMANCA	NY	14779	2				(716)945-2472
162606	162628	665431	ANTONE'S II	CENTER & BROAD ST	SALAMANCA	NY	14779	2				(716)945-1237
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILEST	IRVING	NY	14081	2				(716)934-5130
162606	162628	480762	BEARCLAW TRADING PS	RT. 280	STEAMBURG	NY	14783	2				(716)354-4335
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	14081	2				(716)934-7693
162606	162628	324640	SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	14779	2	NYS			(716)945-3767
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	14070	2	NYS			(716)532-5833
162606	162623	634478	SENECA ONE STOP #01	RTS. 5 & 20	IRVING	NY	14081	2	NYS	2019-0000		(716)934-9524

PAGE BREAK TOTAL ACCOUNTS 27 TOTAL QUANTITY 54

TEMPLATE TOTAL ACCOUNTS 27 TOTAL QUANTITY 54

51861 1494

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 3

DATE: 98-04-20

TIME: 08:35 AM

WHOLESALE : 044880 A. D. BEDELL CO. <DIRECT>
 TEMPLATE : 800541 80600 DOR JUN B8G2F
 TEMPLATE SEQ : 0914
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE	BASOM	NY	14013	2				(716)542-3431
162603	162622	766656	TOTEMPOLE SMOKE SHO	1025 LEDGE RD	BASOM	NY	14013	2				(716)542-1183
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE	AKRON	NY	14001	2				(716)542-3708
162603	162622	742675	ARROWHEAD SMOKE SHO	852 BLOOMINGDALE	BASOM	NY	14013	2				(716)542-6212
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	14727	2				(716)968-1345
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER	STEAMBURG	NY	14783	2				(716)354-9181
162606	162628	675069	COLDSPRING SMOKE&GA	W PERIMETER ROAD	STEAMBURG	NY	14783	2				(716)354-5035
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	14748	2				(716)945-6391
162606	162628	688199	77 MAIN STREET CAFE	77 MAIN ST	SALAMANCA	NY	14779	2				(716)945-1559
162606	162623	700520	PARKER'S DRIVE THRU	141855 RT. 438	GOWANDA	NY	14070	2				(716)532-3510
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	14779	2				(716)945-0238
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	14783	2				(716)945-3476
162606	162623	733079	BIG INDIAN SMOKESHO	597 MILESTRIP RD	IRVING	NY	14081	2				(716)934-0500
162606	162628	737874	NAFCO QUICK STOP	881 BROAD ST	SALAMANCA	NY	14779	2				(716)945-0056
162606	162628	737877	JWS ENTERPRISES I	719 BROAD ST	SALAMANCA	NY	14779	2				(716)945-1225
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	14748	2				(716)945-4425
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	14779	2				(716)945-1201
162606	162623	764763	ADLAI'S	1254 ROUTE 438	IRVING	NY	14081	2				(716)337-2603
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	14070	2				(716)532-2421
162606	162623	521624	CROSSROADS	RT 438 & VERSAILL	VERSAILLES	NY	14168	2				(716)532-4986
162606	162628	399934	T & J'S SMOKESHOP	191 CENTER ST	SALAMANCA	NY	14779	2				(716)945-5111
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	14779	2				(716)945-2040
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	14753	2				(716)945-1450
162606	162628	340501	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	14706	2	NYS			(716)373-1120
162606	162623	536774	JR'S SMOKESHOP	RT. 5 & LAKESHORE	IRVING	NY	14081	2	NYS			(716)549-5610
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE L	GOWANDA	NY	14070	2	NYS			(716)532-4449
162606	162623	263886	DARREN'S BEARCLAW	11048 S.WESTERN B	IRVING	NY	14081	2	NYS			(716)549-0239
162606	162628	328435	OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	14783	2	NYS			(716)354-6435
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	14081	2	NYS			(716)934-4219

PAGE BREAK TOTAL ACCOUNTS 29 TOTAL QUANTITY 58

TEMPLATE TOTAL ACCOUNTS 29 TOTAL QUANTITY 58

51861 1495

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 4

DATE: 98-04-20

TIME: 08:35 AM

WHOLESALER : 091800 CAPITAL CANDY CO., INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
163804	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	03470	1			39051	(603)239-4491
163804	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	03470	1			25020	(603)239-6430
163807	163826	677682	CASE-N-KEG LACONIA	JEFF MORIN ENTERP	LACONIA	NH	03246	1			14290	(603)524-7254
163807	163826	743970	CASE-N-KEG	5 MILL ST	MEREDITH	NH	03253	1				(603)279-7443

PAGE BREAK TOTAL ACCOUNTS 4 TOTAL QUANTITY 4

TEMPLATE TOTAL ACCOUNTS 4 TOTAL QUANTITY 4

51861 1496

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 5

DATE: 98-04-20

TIME: 08:35 AM

WHOLESALER : 094931 MID-VALLEY CANDY COMPANY <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162204	162226	581942	SUSQUEHANNA BEVERAG	SOUTH MAIN STREET	HALLSTEAD	PA	18822	1				(717) 879-4677
162208	162220	746242	BACK MOUNTAIN TBCO	ROUTE 309-415 PLA	DALLAS	PA	18612	1				(717) 675-2663
162209	162222	412784	MONTAGE TOBACCO	632 DAVIS ST	SCRANTON	PA	18505	1				(717) 342-3388

PAGE BREAK TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

TEMPLATE TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

51861 1497

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 6

DATE: 98-04-20

TIME: 08:35 AM

WHOLESALER : 160600 DONOHUE CANDY & TOB., INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162302	162320	177009	JACOB & TONEYS IGA	157 MAIN ST	WARRENSBURG	NY	12885	1				(518) 623-3850
162302	162320	177011	BOB'S VARIETY	47 SOUTH STREET	GLENS FALLS	NY	12801	1				(518) 792-9891
162302		804072	JJ DISCOUNT CIGARET	54 MAIN ST	HUDSON FALLS	NY	12839	1				(518) 747-8511
162304	162321	713344	WASH N DRY LAUNDRY	92 MAIN ST	CORINTH	NY	12822	1				(518) 654-6043

PAGE BREAK TOTAL ACCOUNTS 4 TOTAL QUANTITY 4

TEMPLATE TOTAL ACCOUNTS 4 TOTAL QUANTITY 4

51861 1498

WHOLESALE : 177968 DAYS WHOLESALE <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162201	162323	797001	CIGARETTE WAREHOUSE	38 MAIN ST	SARANAC LAKE	NY	12983	1				(518) 891-7545
162201	162239	496480	WOLF PACK GIFT	RT #37 - BOX 121B	BOMBAY	NY	12914	2				(518) 358-4285
162201	162280	522487	WILD BILL'S ONE STO	ROUTE 37	HOGANSBURG	NY	13655	2				(518) 358-4465
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT	BOMBAY	NY	12914	2				(518) 358-2052
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	13683	2				(518) 358-4463
162201	162239	130278	BEARS DEN SMOKE SHO	ROUTE 37	HOGANSBURG	NY	13655	2				(518) 358-9519
162201	162239	624567	TWIN LEAF GAS & TB	RT.37	HOGANSBURG	NY	13655	2				(518) 358-4320
162201	162280	715536	SPEEDWAY CONVENIENC	RT 37	HOGANSBURG	NY	13655	2				(518) 358-2620
162201	162239	130280	OIONKWAONWE SMOKE S	ROUTE 37	ROOSEVELTOWN	NY	13683	2				(518) 358-9518
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 3	ROOSEVELTOWN	NY	13683	2				(518) 358-2951
162201	162239	288243	BORDERLINE GROCERY	ROUTE 37	BOMBAY	NY	12914	2				(518) 358-4292
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 - BOX 91	HOGANSBURG	NY	13655	2				(518) 358-9216
162201	162239	596086	J.E.N. TOBACCO	BOX 134B - ROUTE	BOMBAY	NY	12914	2				(518) 358-3683
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	12910	2				(518) 493-2247
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	13683	2				(518) 358-9902
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLV	PLATTSBURGH	NY	12901	1				(518) 562-3223

PAGE BREAK TOTAL ACCOUNTS 16 TOTAL QUANTITY 30

TEMPLATE TOTAL ACCOUNTS 16 TOTAL QUANTITY 30

51861 1499

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 8
DATE: 98-04-20
TIME: 08:35 AMWHOLESALER : 186350 F & T DISTRIBUTING CO., INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	14850	1				(607)272-4341
162605	162231	269440	CHUCKS MOBIL MART	540 W STATE ST	ITHACA	NY	14850	1	NYS			(607)272-3008

PAGE BREAK TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

TEMPLATE TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

51861 1500

WHOLESALER : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTTS BEVE	ENDICOTT	NY	13760	1				(607) 754-4261
162302	162320	320476	D & G HARDWARE	RT 9 MAIN ST 18	WARRENSBURG	NY	12885	1				(518) 623-3592
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	12306	1				(518) 355-0721
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	12078	1				(518) 725-8122
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	12010	1				(518) 842-5360
162303	162324	767356	FIVE CORNER ATLANTI	378 MARIAVILLE RD	SCHENECTADY	NY	12306	1				(518) 356-2169
162304	162321	658803	SAVEMORE DISCOUNT B	1512 ROUTE 9	CLIFTON PARK	NY	12065	1				(518) 371-2520
162306	162326	766887	E-Z MART	RT 20 & 22	NEW LEBANON	NY	12125	1			930719	(518) 794-7611
162306	162325	767584	A-MART MERCHANDISE	746 PAWLING AVE	TROY	NY	12180	1			914234	(518) 283-4200

PAGE BREAK TOTAL ACCOUNTS 9 TOTAL QUANTITY 9

TEMPLATE TOTAL ACCOUNTS 9 TOTAL QUANTITY 9

51861 1501

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 10
DATE: 98-04-20
TIME: 08:35 AMWHOLESALER : 204600 SAM FRANK, INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	05201	1				(802)442-2861
162302	162325	114561	NEXT DOOR	RT 7	POWNA	VT	05261	1				(802)823-7240
162302	162325	386834	N BENNINGTON VARIET	BANK STREET EXT	N BENNINGTON	VT	05257	1				(802)447-0431
162302	162325	623997	SARGENT'S SHORT STO	300 MAIN ST	BENNINGTON	VT	05201	1				(802)447-1011
162302	162320	636227	APOLLO FUELS	ROUTE 149	WEST PAWLET	VT	05775	1				(802)645-9060
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	05732	1				(802)468-8917
162302	162320	776167	WELLS TRADING POST	ROUTE 30 BOX 56	WELLS	VT	05774	1				(802)645-0425

PAGE BREAK TOTAL ACCOUNTS 7 TOTAL QUANTITY 7

TEMPLATE TOTAL ACCOUNTS 7 TOTAL QUANTITY 7

51861 1502

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 11
DATE: 98-04-20
TIME: 08:35 AMWHOLESALER : 281200 HIBBERT & MCGEE, INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	05404	1				(802)655-1445
163801	163828	334692	BEVERAGE BARON	19 GABLE PL	BARRE	VT	05641	1				(802)479-9227
163801	163827	679787	PAULS REDEMPTION CT	RR #1/U.S. RTE. 5	DERBY	VT	05829	1			132	(802)766-2522
163802	163829	289988	WEST ADDISON GENERA	RT#17 & LAKE RD	WEST ADDISON	VT	05491	1			2710	(802)759-2071

PAGE BREAK TOTAL ACCOUNTS 4 TOTAL QUANTITY 4

TEMPLATE TOTAL ACCOUNTS 4 TOTAL QUANTITY 4

51861 1503

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 12
DATE: 98-04-20
TIME: 08:35 AMWHOLESALE : 315288 DOWLINGS, INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162301	162323	633761	MINOR'S DISCOUNT BE	375 LAKE ST	ST ALBANS	VT	05478	1			2684	(802)524-4338
162302	162320	494957	POULTNEY CASH MARKE	37 MAIN ST	POULTNEY	VT	05764	1				(802)287-5732

PAGE BREAK TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

TEMPLATE TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

51861 1504

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 13

DATE: 98-04-20

TIME: 08:35 AM

WHOLESALER : 317880 R.L.JONES & SONS, INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162605	162225	763671	J'S TOBACCO ROAD	17 MAIN ST	PENN YAN	NY	14527	1	NYS			(315) 536-7915
162606	162225	269621	JONES SMOKE SHOP	16 W STRUBEN ST	BATH	NY	14810	1	NYS			(607) 776-3552

PAGE BREAK TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

TEMPLATE TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

51861 1505

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 15
DATE: 98-04-20
TIME: 08:35 AMWHOLESALE : 332880 KEY STORES CO., INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162208	162224	776727	RUMINSKIS GROC	825 S PROSPECT ST	NANTICOKE	PA	18634	1				(717) 735-2627
162208	162220	777228	BEER SUPER	223 SPRING ST	WILKES BARRE	PA	18702	1				(717) 823-8788

PAGE BREAK TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

TEMPLATE TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

51861 1506

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 16
DATE: 98-04-20
TIME: 08:35 AMWHOLESALER : 356150 LAVIN CANDY CO., INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162301	162323	177803	RICHARDS GROCERY	71 JOHNSON AVE	PLATTSBURGH	NY	12901	1				(518)563-1444
162301	162323	705985	NORTHWAY DISCOUNT B	34 RILEY AVE	PLATTSBURGH	NY	12901	1				(518)561-0710
162301	162323	568572	EXPRESS LANE	20 BROAD ST	PLATTSBURGH	NY	12901	1				(518)561-5644

PAGE BREAK TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

TEMPLATE TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

51861 1507

BPEN55BZ

WORKPLAN VAP TEMPLATE LISTING

PAGE: 18

DATE: 98-04-20

TIME: 08:35 AM

WHOLESALE : 396640 MANCHESTER TOBACCO, INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
161807	163826	755792	CORNER MARKET	201/2 WALKER STRE	CONCORD	NH	03301	1			429155	(603)228-8288

PAGE BREAK TOTAL ACCOUNTS 1 TOTAL QUANTITY 1

TEMPLATE TOTAL ACCOUNTS 1 TOTAL QUANTITY 1

***** END OF REPORT FOR PROMOTION 800541 *****

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51861 1508

51861 1509

BPPN82MA
 R. J. REYNOLDS TOBACCO COMPANY
 BUSINESS PLANNING AND EXECUTION
 PROMOTION SUMMARY REPORT
 : 800541 DORAL CTS B8G2F - JUNE '98
 DRIVE PERIOD: 80600
 16XXXX 16 BUFFALO REGION
 NO OF ACCOUNTS SKUS TOTAL
 OFFERS OFFERS
 ALLOCATION ALLOCATION
 CASES OFFERS
 60,690 2,023
 VAP CHAIN INDEPENDENTS VAP TOTAL
 2 200 268 4 56,280 840
 NON-VAP CHAIN INDEPENDENTS NON-VAP TOTAL
 2 200 268 4 56,280 840
 TOTAL CHAINS
 TOTAL INDEPENDENTS 200 268 4 56,280 840
 TOTAL ACCOUNTS 202 272 57,120
 TOT REMAINING: 3,570
 TOT COMMITTED: 57,120